

What is claimed is:

1. An automated pricing system for calculating pricing for items and item orders comprising;

5 a server node connected to a data network for serving pricing information;

 a pricing application running on the server node for calculating the pricing information served; and

 a data repository accessible to the server node for storing at least one pricing data model and rules for manipulating the model;

10 characterized in that the server node receives requests for pricing, accesses rules created for pricing factors used in at least one pricing sequence to price an item or items of the request and uses the pricing application to calculate the correct pricing results including sub totals and
15 total amounts for the request based on sorting and/or conflict resolution of the rules accessed for each factor.

2. The pricing system of claim 1 wherein the data network is the Internet network.

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3. The pricing system of claim 1 wherein the data network is a local area network connected to the Internet network.

4. The pricing system of claim 1 wherein pricing requests are received from a
25 business-to-business server connected to the data network the requests generated in an automated fashion and routed to and queued in the pricing server for processing.

5. The pricing system of claim 1 wherein the pricing requests are received from clients accessing an enterprise hosted Web server connected to the data network, the requests routed to and queued in the pricing server for processing.

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6. The pricing system of claim 1 wherein the requests are received from a client operating from a wireless network-capable device through a wireless interface having connection to the data network, the requests routed to and queued in the pricing server for processing.

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7. The pricing system of claim 1 wherein the pricing requests are received from a third-party price configuration application running on a node connected to the data network.

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8. The pricing system of claim 1 wherein the served pricing information is item pricing generated in the form of a pricing list.

9. The pricing system of claim 1 wherein the pricing information includes indication of profit margin for each item and for the order.

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10. The pricing system of claim 1 wherein there are multiple pricing models applicable to different pricing methods.

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11. The pricing system of claim 10 wherein the methods include product-based pricing, product scope pricing, contract pricing, tiered pricing, and bundled pricing.

12. The pricing system of claim 1 wherein there is one pricing model extensible to reflect multiple pricing methods.

13. The pricing system of claim 1 wherein the methods include product-based pricing, product scope pricing, contract pricing, tiered pricing, and bundled pricing.

14. The pricing system of claim 1 wherein the repository is part of a legacy system.

15. The pricing system of claim 1 wherein pricing rules are accessed and, sorted and resolved for conflict in sequence for each listed factor having rules in the order that each factor exists in the at least one pricing sequence starting with the first factor in the first sequence.

16. A software application suite for calculating prices for pricing requests received by the application comprising:

a pricing server component for calculating pricing based on pricing factors used in at least one pricing sequence;

a pricing management application for creating at least one pricing model and for updating and editing the at least one model;

a model validation component for testing the integrity of the at least one pricing model;

a pricing list generator for generating line item pricing lists; and

at least one application program interface for enabling third-party applications of varying platforms to communicate with the pricing server component;

characterized in that pricing requests received are handled in automated fashion for one or a combination of product-based pricing, product scope pricing, contract pricing, tiered pricing, and bundled pricing scenarios by matching rule constraints to request parameters for each pricing factor in a given pricing sequence used by the application to calculate pricing
5 for a given request.

17. The software of claim 16 wherein pricing requests are received from a business-to-business server having data-network-access to the application
10 suite, the requests generated in an automated fashion and routed to and queued in a machine hosting the server component of the application.

18. The software of claim 16 wherein the pricing requests are received from clients having data-network-access to an enterprise hosted Web server
15 connected to the data network, the requests routed to and queued in a machine hosting the server component of the application.

19. The software of claim 16 wherein the requests are received from a client operating from a wireless network-capable device through a wireless
20 interface having access to the application, the requests routed to and queued in a machine hosting the server component of the application.

20. The software of claim 16 wherein the pricing requests are received from a third-party price configuration application running on a node having access
25 to the application, the requests routed to and queued into a machine hosting the server component of the application.

21. The software of claim 16 wherein the pricing information includes indication of profit margin for each item and for the order.

5 22. The software of claim 16 wherein there are multiple pricing models applicable to different pricing methods.

23. The software of claim 16 wherein the third-party applications use the at least one API for translating platform dependent markup languages to enable cross communication between a client platform and the platform hosting the software application.
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24. The software of claim 23 wherein client platforms capable of cross-communication with the software application include CTI telephony platforms including Interactive Voice Response systems, platforms using
15 Wireless Markup Language, Voice over Internet Protocol, Hypertext Markup Language, and Extensible Markup Language.

25. In an automated pricing system for calculating pricing for items and item orders, the system including a pricing application running on a server node,
20 and a data repository accessible to the server node for storing at least one pricing data model and rules for manipulating the model, a method for price calculation of an item in the pricing request comprising steps of:

- (a) receiving the pricing request for processing;
- (b) identifying an item pricing sequence comprising pricing factors
25 used in calculating;
- (c) accessing the rules for the first listed factor in the sequence having associated rules;

(d) sorting the rules based on constraint matching to parameters in the request;

(e) eliminating those rules that do not match the request parameters;

5 (f) applying the value of the remaining rule that most closely matches the request parameters to the factor;

(g) repeating steps (c) through (f) for each factor in the sequence that has associated rules; and

(h) calculating the price of the item using the values assigned to the factors of the sequence.

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26. The method of claim 25 wherein in step (a) the request has more than one item listed for pricing and the method is repeated for each item in the request using the same pricing sequence.

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27. The method of claim 25 wherein in step (b) the pricing sequence is an item pricing sequence selected by default according to a pricing model.

28. The method of claim 25 wherein in step (c) the rules are accessed from a data repository containing the pricing model data.

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29. The method of claim 25 wherein in step (c) the rules for the factor specify necessarily, the item being processed, a customer requesting the item pricing, and the sequence factor associated with the rule, and optionally, an item category associated with the item, an effective date of the rule, an
25 expiry date of the rule, and the minimum and maximum quantity ranges of the item ordered.

30. The method of claim 25 wherein in step (d) the parameters in the request specify necessarily, a request date, a customer that initiated the request, the item being processed, and the sequence used to calculate the pricing, and optionally, a contract date, a sales channel, and attributes assigned to the customer, item, and channel.

31. The method of claim 25 wherein an additional step is required between steps (e) and (f) for conflict resolution in case of more than one candidate rule remaining after step (e).

32. In an automated pricing system for calculating pricing for items and item orders, the system including a pricing application running on a server node, and a data repository accessible to the server node for storing at least one pricing data model and rules for manipulating the model, a method for price calculation of the total figure of multiple items in the pricing request comprising steps of:

(a) after items have been individually priced using a pricing sequence, identifying an order pricing sequence comprising factors used in calculating totals;

(b) accessing rules for the first listed factor in the sequence having associated rules;

(c) sorting the rules based on constraint matching to parameters in the request;

(d) eliminating those rules that do not match the request parameters;

(e) applying the value of the remaining rule that most closely matches the factor;(f) repeating steps (b) through (e) for each factor in the sequence that has associated rules; and

(g) calculating the order totals for the order using the values assigned to the factors of the sequence.

5 33. The method of claim 32 wherein in step (a) the order pricing sequence is selected by default according to the pricing model.

34. The method of claim 32 wherein in step (b) the rules are accessed from a data repository containing the pricing model data.

10 35. The method of claim 32 wherein in step (g) the order totals reflect one or a combination of a bundle discount, a group discount, and a volume discount.

15 36. The method of claim 32 wherein an additional step is required between steps (d) and (e) for conflict resolution in case of more than one candidate rule remaining after step (c).

20 37. The method of claim 25 wherein the conflict resolution step resolves rule conflicts according to a specified conflict resolution order specified in the factor being processed.

25 38. The method of claim 36 wherein the conflict resolution step resolves rule conflicts according to a specified resolution order specified in the factor being processed.